

# Welcome to another issue of the OPN Partner Enablement Update!

This update is designed to inform you about **new** Oracle Training and Enablement resources that you can leverage to develop your skills and expand your business.

## Contents:

- Worldwide General Updates
- OPN Trainings
- OPN Events
- OPN Webcasts

We look forward to expanding your Oracle experience and expertise.

Kind regards,

*Romeo Vaetus*

**SaaS** - New Specializations and Trainings  
now available!

**IaaS & PaaS** - Oracle Cloud Specialization PreSales trainings  
now available!

OPN Knowledge Zones Updates

#OOW – Cloud Platform Presentations available  
for download

Selling Essentials – Get Started!

---

# SaaS - Oracle Cloud Specialization trainings now available!

## Customer Experience

### Infinity



Oracle Infinity Knowledge Zone launched!

[Oracle Infinity](#) is the next-generation analytics platform harnesses big data and works in real time to collect, process, and deliver actionable customer intelligence at scale – with unlimited flexibility. To truly understand customers, to see the complete picture of how they interact with a brand across any digital channel at any time, and then be able to act on those insights - is a marketer's dream.

With Oracle Infinity, marketers can put data in motion and turn it into their most powerful business asset.

Oracle Infinity's open platform makes it easy for customers to connect across their marketing ecosystem and the multiple pillars of their business. The addition of Infinity to the Oracle Marketing Cloud has strengthened the industry's most comprehensive cloud solution to manage marketing programs across all digital channels and across the customer lifecycle. Streaming data, coupled with open and customizable APIs allow marketers and business leaders to connect and activate the data across the platforms they prefer.



Oracle Loyalty Cloud Knowledge Zone launched!

[Oracle Loyalty Cloud](#) is the world's most powerful, truly scalable SaaS loyalty platform. Loyalty Cloud empowers businesses to innovate with rapid and simple loyalty program deployment while delivering unified omni-channel experiences through pre-built integrations and REST APIs. Record, reward, and recognize customer behavior with customer-centric programs that will drive repeat business.

## Enterprise Resources Planning



Oracle Risk Management Cloud Knowledge Zone launched!

[Oracle Risk Management Cloud](#) is about how to use artificial intelligence embedded in ERP and HCM Cloud to automate advanced analysis of role design, enforce separation of duties and data privacy policies, and prevent financial fraud. Continually monitor user abilities, application configurations, and transaction activity.

## Enterprise Performance Management



Oracle Enterprise Planning and Budgeting Cloud Knowledge Zone renamed!

[Oracle Enterprise Planning and Budgeting Cloud](#) has been renamed to [Oracle Planning Cloud](#). Oracle Planning helps organizations adopt world-class planning with the simplicity of the Cloud. The solution strikes the ideal balance between providing built-in best practices for enterprise-wide business processes while maintaining high configurability. As the most robust financial planning application in the cloud, Oracle Planning opens opportunities for organizations of all sizes to quickly adopt a world-class planning and budgeting solution with no CAPEX infrastructure investments with flexible deployment options.



Oracle Financials Consolidation and Close Cloud Knowledge Zone launched!

[Oracle Financials Consolidation and Close Cloud](#) provides an end to end solution for both effectively and efficiently managing the consolidation and close process. No matter what the size of company, organizations can have 100% confidence in their financial consolidation, close and reporting processes. Oracle Financial Consolidation and Close Cloud Service ensures that processes are: dependable and correct, timely and transparent, streamlined and efficient and, compliant and auditable.



Oracle Profitability and Cost Management Cloud Knowledge Zone launched!

[Oracle Profitability and Cost Management Cloud](#) Oracle Profitability and Cost Management Cloud provides actionable insight into allocation-based business processes by seamlessly combining data from the general ledger and other financial systems with data from operational systems. The solution provides the transparency needed to support analysis within today's complex enterprises.

## SaaS - New specializations added



### Oracle Risk Management Cloud specialization launched!

The [Oracle Risk Management Cloud](#) was launched on November 1st, 2018 as a qualifying specialization. The Oracle Risk Management Cloud Specialization recognizes partner organizations that are proficient in selling, implementing and/or developing Oracle Risk Management Cloud Solutions. Oracle Risk Management Cloud Service enables continuous monitoring of all access policies in Oracle ERP and GHR, potential violations, insider threats, and fraud. It automates security analysis to ensure segregation of duties and compliance with access policies. Organizations can easily upgrade their existing processes by deploying a prebuilt library of best practice access controls or graphically author new controls to suit their changing needs. Oracle partners who achieve this Specialization are differentiated in the marketplace through proven expertise in Oracle Risk Management Cloud.

Click [here](#) to learn about the criteria!



### Oracle Infinity specialization launched!

The [Oracle Infinity](#) was launched on November 1st, 2018 as a qualifying specialization.

Oracle Infinity Specialization recognizes partner organizations that are proficient in selling, implementing and/or developing Oracle Infinity Solution. Oracle Infinity next-generation analytics platform harnesses big data and works in real time to collect, process, and deliver actionable customer intelligence at scale – with unlimited flexibility. To truly understand customers, to see the complete picture of how they interact with a brand across any digital channel at any time, and then be able to act on those insights - is a marketer's dream. With Oracle Infinity, marketers can put data in motion and turn it into their most powerful business asset. Oracle partners who achieve this Specialization are differentiated in the marketplace through proven expertise in Oracle Infinity.

Click [here](#) to learn about the criteria!



## Oracle Financials Consolidation and Close Cloud specialization launched!

The [Oracle Financials Consolidation and Close Cloud](#) was launched on November 1st, 2018 as a qualifying specialization. The Oracle Financials Consolidation and Close Cloud Specialization recognizes partner organizations that are proficient in selling, implementing and/or developing Oracle Financials Consolidation and Close Cloud Solutions.

Oracle Financials Consolidation and Close Cloud Solutions, a component of the Oracle Enterprise Performance Management (EPM) suite, offers to our partners a configurable solution that can be customized by individual organizations' requirements. Using best practices, coupled with pre-seeded content, the system allows organizations to build an application that meets their business needs without having extraneous functionality that is not required. Oracle partners who achieve this Specialization are differentiated in the marketplace through proven expertise in Oracle Financials Consolidation and Close Cloud.

Click [here](#) to learn about the criteria!



## Oracle Profitability and Cost Management Cloud specialization launched!

The [Oracle Profitability and Cost Management Cloud](#) was launched on November 1st, 2018 as a qualifying specialization. The Oracle Profitability and Cost Management Cloud Specialization recognizes partner organizations that are proficient in selling, implementing and/or developing Oracle Profitability and Cost Management Cloud Solutions. Oracle Profitability and Cost Management Cloud Solutions, a component of the Oracle Enterprise Performance Management (EPM) suite, provides actionable insight into allocation-based business processes by seamlessly combining data from the general ledger and other financial systems with data from operational systems. The solution provides the transparency needed to support analysis within today's complex enterprises. Oracle partners who achieve this Specialization are differentiated in the marketplace through proven expertise in Oracle Profitability and Cost Management Cloud.

Click [here](#) to learn about the criteria!

## SaaS – Updates to specialization criteria



### Oracle Field Service Cloud new specialization criteria available

The [Oracle Field Service Cloud](#) is a qualifying specialization. Oracle partners who achieve this Specialization are differentiated in the marketplace through proven expertise in Oracle Field Service Cloud solutions. Starting with December 1<sup>st</sup>, 2018 a new specialization criteria is available.

This OPN Specialization is for individuals focused on selling and implementing a solution for dramatically improving the way project-driven organizations and project professionals work using Oracle Field Service Cloud. This specialization will include topics such as profiles & permissions, resource settings, user and inventory options, activities overview, time windows, filters, modules like: Mobility, Location, Collaboration, Routing, Reporting & Daily Extracts, Quota and Capacity. Oracle partners who achieve this Specialization are differentiated in the marketplace through proven expertise in Oracle Field Service Cloud.

Click [here](#) to learn about the NEW criteria!



### Oracle Sales Cloud specialization renamed to Oracle Engagement Cloud. New specialization criteria available!

The [Oracle Sales Cloud](#) was renamed as [Oracle Engagement Cloud](#) on December 1st, 2018. This is a qualifying specialization. The Oracle Engagement Cloud Specialization recognizes partner organizations that are proficient in selling, implementing and/or developing Oracle Engagement Cloud. Starting with December 1<sup>st</sup>, 2018 a new specialization criteria is available.

Oracle Engagement Cloud combines sales and service capabilities in one solution with a unique combination of sales automation, multi-channel interactions, service request management, knowledge management, and digital customer service. Oracle partners who achieve this Specialization are differentiated in the marketplace through proven expertise in Oracle Engagement Cloud Service Solutions.

Click [here](#) to learn about the NEW criteria!



## Oracle Global Human Resources Cloud new specialization criteria available!

The [Oracle Global Human Resources Cloud](#) is a qualifying specialization. Oracle partners who achieve this Specialization are differentiated in the marketplace through proven expertise in Oracle Field Service Cloud solutions. Starting with December 1<sup>st</sup>, 2018 a new specialization criteria is available.

The Oracle Global Human Resources Cloud Specialization recognizes partner organizations that are proficient in selling, implementing and/or developing Oracle Global Human Resources Cloud solutions. Oracle Global Human Resources Cloud is a robust system to plan, hire, manage and analyze your Global Workforce from on-boarding to retirement with a consolidated view of headcount, positions, budgets, and costs. Topics covered in this Specialization include: Global Human Resources, Security, People Management, Profile Management, and Workforce Structures.

Click [here](#) to learn about the NEW criteria!



## Oracle Talent Management Cloud new specialization criteria available!

The [Oracle Talent Management Cloud](#) is a qualifying specialization. The Oracle Talent Management Cloud Specialization recognizes partner organizations that are proficient in selling, implementing and/or developing Oracle Talent Management Cloud.

Oracle Talent Management Cloud is a fully integrated solution designed to increase employee engagement and productivity. Partners have tremendous sales and implementation opportunities with Oracle Talent Management Cloud, as customers need guidance for this fast and powerful deployment model. Topics covered in this Specialization include: performance management, goals, and career and succession planning. Oracle partners who achieve this Specialization are differentiated in the marketplace through proven expertise in the Oracle Talent Management Cloud.

Click [here](#) to learn about the NEW criteria!



## Oracle Workforce Reward Cloud new specialization criteria available!

The [Oracle Workforce Reward Cloud](#) is a qualifying specialization. The Oracle Workforce Reward Cloud Specialization recognizes partner organizations that are proficient in selling, implementing and/or developing Oracle Workforce Rewards Cloud.

Topics covered in this Specialization include: Oracle Compensation Cloud, Oracle Benefits Cloud, and Oracle Payroll Cloud. Oracle partners who achieve this Specialization are differentiated in the marketplace through proven expertise in Oracle Workforce Rewards Cloud solutions.

Click [here](#) to learn about the NEW criteria!



## Oracle Workforce Management Cloud new specialization criteria available!

The [Oracle Workforce Management Cloud](#) is a qualifying specialization. The Oracle Workforce Management Cloud Specialization recognizes partner organizations that are proficient in selling, implementing and/or developing Oracle Workforce Management Cloud.

Oracle Workforce Management Cloud is a fully integrated solution designed to increase employee engagement and productivity. Partners have tremendous sales and implementation opportunities with Oracle Workforce Management Cloud, as customers need guidance for this fast and powerful deployment model.

Topics covered in this Specialization include: performance management, goals, and career and succession planning. Oracle partners who achieve this Specialization are differentiated in the marketplace through proven expertise in the Oracle Workforce Management Cloud.

Click [here](#) to learn about the NEW criteria!



## Oracle Financials Cloud new specialization criteria available!

The [Oracle Financials Cloud](#) is a qualifying specialization. The Oracle Financials Cloud Specialization recognizes partner organizations that are proficient in selling, implementing and/or developing Oracle Financials Cloud.

Oracle Fusion Financials, a complete financial management solution, revolutionizes productivity and information access with native, real-time intelligence. It includes a broad suite of capabilities including general ledger, accounts payable, accounts receivable.

Oracle partners who achieve this specialization are differentiated in the marketplace through proven expertise in Oracle Financials Cloud.

Click [here](#) to learn about the NEW criteria!



## Oracle Project Portfolio Management Cloud new specialization criteria available!

The [Oracle Project Portfolio Management Cloud](#) is a qualifying specialization. The Oracle Project Portfolio Management Cloud Specialization recognizes partner organizations that are proficient in selling, implementing and/or developing Oracle Project Portfolio Management Cloud.

Oracle Project Portfolio Management Cloud dramatically improves the way project-driven organizations and project professional's work. It provides access to information and collaboration between team members to enable efficient and effective project management while ensuring smarter business decisions. Oracle partners who achieve this Specialization are differentiated in the marketplace through proven expertise in Oracle Project Portfolio Management Cloud.

Click [here](#) to learn about the NEW criteria!



## Oracle Procurement Management Cloud new specialization criteria available!

The [Oracle Procurement Management Cloud](#) is a qualifying specialization. The Oracle Procurement Management Cloud Specialization recognizes partner organizations that are proficient in selling, implementing and/or developing Oracle Procurement Management Cloud.

Oracle Procurement Cloud, a component of the Oracle Fusion Applications suite, is a revolutionary new approach to collaborative, optimized procurement operations. Oracle partners who achieve this Specialization are differentiated in the marketplace through proven expertise in Oracle Fusion Procurement Cloud Service.

Click [here](#) to learn about the NEW criteria!



## Oracle Supply Chain Management Cloud new specialization criteria available!

The [Oracle Supply Chain Management Cloud](#) is a qualifying specialization. The Oracle SCM Cloud Specialization recognizes partner organizations that are proficient in selling, implementing and/or developing Oracle Supply Chain Management Cloud Service Solutions.

Oracle Supply Chain Management Cloud Service Solutions, a component of the Oracle Fusion Applications suite, is a revolutionary new approach to collaborative, optimized supply chain management operations. Oracle partners who achieve this Specialization are differentiated in the marketplace through proven expertise in Oracle SCM Cloud Service.

Click [here](#) to learn about the NEW criteria!

## SaaS - No longer qualifying specialization



### Oracle Fusion Governance, Risk, and Compliance no longer qualifying starting with January 31<sup>st</sup>, 2019

After January 31<sup>st</sup>, 2019, Oracle Fusion Governance, Risk, and Compliance Specialization will no longer qualify for the Specialization Benefits, however specialized partners will retain their Oracle Fusion Governance, Risk, and Compliance Specialization until the version of the product reaches End of Service Life (EOSL).

Please consider working towards the [criteria](#) and applying for [Oracle Risk Management Cloud](#) which is replacing Oracle Fusion Governance, Risk, and Compliance Specialization.

## SaaS – Resell programs available



### Apply to Resell Oracle Enterprise Performance Management

Oracle Enterprise Performance Management (EPM) Cloud is the market's most complete and connected EPM solution to give you the agility you need to outperform in today's constantly evolving business landscape. By becoming an Oracle EPM reseller, the partners get the rights to resell all the products available under Oracle Planning Cloud, Oracle Enterprise Performance Reporting Cloud, Oracle Financial Consolidation and Close Cloud and Oracle Profitability and Cost Management Cloud.

[Review detailed criteria to resell.](#)



### Apply to Resell Oracle Supply Chain Management

Oracle Supply Chain Management (SCM) Suite - the modern supply chain is very noisy. Digital feedback is everywhere. Whether it is the voice of the customer through the internet, the voice of the factory through production or asset monitoring or the voice of the product itself. The modern supply chain needs to be able to not only listen but block out the noise and respond. By becoming an Oracle SCM reseller, the partners get the rights to resell all the products available under Oracle Supply Chain Management Cloud, Oracle Order Management Cloud and Oracle Project Lifecycle Management Cloud.

[Review detailed criteria to resell.](#)



### Apply to Resell Oracle Field Service Cloud

Oracle Field Service Cloud is built on time-based, self-learning, and predictive technology, empowering you to solve business problems while enabling your field service organization.

[Review detailed criteria to resell.](#)



### Apply to Resell Oracle Engagement (aka Sales) Cloud

Oracle Engagement Cloud includes sales force automation to manage the full sales lifecycle including leads, accounts, contacts, opportunities, assets, activities, assessments, and forecasts. Leverage content on mobile, the web, and email applications. By becoming an Oracle Engagement Cloud reseller, the partners get the rights to resell all the products available under Sales and Engagement Cloud.

[Review detailed criteria to resell.](#)



### Apply to Resell Oracle Financials Cloud

Oracle Financials Cloud is the most comprehensive, integrated, and scalable financial management solution available. Oracle Financials Cloud offers extensive support for global companies in a wide variety of industries.

[Review detailed criteria to resell.](#)



## Apply to Resell Oracle Project Portfolio Management Cloud

Oracle Project Portfolio Management (PPM) Cloud provides modern project execution tools and methods that you can adopt as part of an Oracle Cloud Suite or deploy with existing solutions.

[Review detailed criteria to resell.](#)



## Apply to Resell Oracle Procurement Cloud

Use Oracle Procurement Cloud Use to streamline your source-to-pay process through automation and social collaboration, while controlling costs and achieving higher margins.

[Review detailed criteria to resell.](#)



## Apply to Resell Oracle Risk Management Cloud

Use Oracle Risk Management Cloud with embedded artificial intelligence (AI) techniques to automate advanced analysis for ERP role design, segregation of duties (SOX), data privacy (GDPR), and preventing financial fraud. Become a reseller today!

[Review detailed criteria to resell.](#)



## Apply to Resell Oracle Human Capital Management Cloud

Oracle Human Capital Management (HCM) Cloud helps you to transform your organization for the future. Benefit from an intelligent, personal, adaptable, and complete solution that helps your workforce thrive. By becoming an Oracle HCM Cloud reseller, the partners get the rights to resell all the products available under Oracle Global Human Capital Management, Oracle Talent Management Cloud, Oracle Workforce Management Cloud and Oracle Workforce Rewards Cloud solutions.

[Review detailed criteria to resell.](#)

# Industries : New resell program available



## Apply to Resell Oracle Hospitality OPERA 5 Property

[Oracle Hospitality OPERA 5 Property](#) A core component of Oracle Hospitality Hotel OPERA 5 Property Resell Program overall channel partner engagement framework and a cornerstone of our strategy for enabling our valued partners to be successful, Oracle Hospitality Hotel resell program offer a standardized global approach to training partners to sell our solutions, based on

a core set of sales and technical competency criteria to which any partner wishing to resell is held accountable. [Review detailed criteria to resell.](#)

## **PaaS - Oracle Cloud Specialization PreSales trainings now available!**



New & updated Oracle Cloud Specializations have been recently launched!

It's the time to showcase your expertise and differentiate yourself in the market by achieving one or more Oracle Cloud PaaS Specializations.

The following Specializations have been updated with PreSales trainings in order to help you build on the Oracle Cloud portfolio.

Get started now!

- [Oracle Security Cloud Platform](#)
- [Oracle Management Cloud Platform](#)
- [Oracle Data Management Cloud Platform](#)

For additional Specializations please reference the [Product Resource Knowledge Zones](#).

The [OPN Cloud Business Builder](#) is a single-source to build your cloud business with Oracle and monetize your Oracle PartnerNetwork membership.

## **IaaS - Oracle Cloud Specialization PreSales trainings now available!**



New IaaS – PreSales learning paths have been recently launched!

Oracle Sales and Partner Academy announces the availability of three new [Oracle Cloud Infrastructure](#) PreSales learning plans!

These learning paths recognize partner individuals that demonstrate the knowledge to architect Oracle's Cloud Infrastructure solutions.

Follow the links below to get trained:

- [Oracle Cloud Infrastructure - Tech Basics PreSales Consultant](#)
- [Oracle Cloud Infrastructure Networking PreSales Consultant](#)
- [Oracle Cloud Infrastructure Fundamentals 2019 PreSales Consultant](#)

For additional Specializations please reference the [Product Resource Knowledge Zones](#).

The [OPN Cloud Business Builder](#) is a single-source to build your cloud business with Oracle and monetize your Oracle PartnerNetwork membership.

## IaaS – Specialization retirement

- [Oracle Optimized Solution for Enterprise Cloud Infrastructure](#) is scheduled to be retired on: Jan 31<sup>st</sup>, 2019

## OPN Knowledge Zone Updates – New Exams



New Implementation Exams available within SaaS pillar

- [Oracle Global Human Resources Cloud 2018 Certified Implementation Specialist](#)
- [Oracle Global Human Resources Cloud 2018 Certified Implementation Specialist](#)
- [Oracle Absence Management Cloud 2018 Certified Implementation Specialist](#)
- [Oracle Time and Labor Cloud 2018 Certified Implementation Specialist](#)
- [Oracle Talent Management Cloud 2018 Certified Implementation Specialist](#)
- [Oracle Payroll Cloud 2018 Certified Implementation Specialist](#)
- [Oracle Workforce Compensation Cloud 2018 Certified Implementation Specialist](#)

- [Oracle Benefits Cloud 2018 Certified Implementation Specialist](#)
- [Oracle Global Human Resources Cloud 2018 Certified Implementation Specialist](#)
- [Oracle Engagement Cloud 2018 Certified Implementation Specialist](#)
- [Oracle Sales Cloud 2018 Certified Implementation Specialist](#)
- [Oracle Incentive Compensation Cloud 2018 Certified Implementation Specialist](#)
- [Oracle Partner Relationship Management Cloud Service 2018 Certified Implementation Specialist](#)
- [Oracle Customer Data Management Cloud Service 2018 Certified Implementation Specialist](#)
- [Oracle Sales Performance Management Cloud Service 2018 Certified Implementation Specialist](#)
- [Oracle Field Service Cloud 2018 Certified Implementation Specialist](#)
- [Oracle Unified Method with Cloud Application Services 2017 Certified Implementation Specialist](#)
- [Oracle Financials Cloud: General Ledger 2018 Certified Implementation Specialist](#)
- [Oracle Financials Cloud: Payables 2018 Certified Implementation Specialist](#)
- [Oracle Financials Cloud: Receivables 2018 Certified Implementation Specialist](#)
- [Oracle Revenue Management Cloud 2018 Certified Implementation Specialist](#)
- [Oracle Accounting Hub Cloud Service 2018 Certified Implementation Specialist](#)
- [Oracle Project Portfolio Management Cloud 2018 Certified Implementation Specialist](#)
- [Oracle Risk Management Cloud 2018 Certified Implementation Specialist](#)
- [Oracle Order Management Cloud 2018 Certified Implementation Specialist](#)
- [Oracle Configurator Cloud Service 2018 Certified Implementation Specialist](#)
- [Oracle Pricing Cloud 2018 Certified Implementation Specialist](#)
- [Oracle Procurement Cloud 2018 Certified Implementation Specialist](#)

- [Oracle Innovation Management Cloud 2018 Certified Implementation Specialist](#)
- [Oracle Product Hub Cloud 2018 Certified Implementation Specialist](#)
- [Oracle Manufacturing Cloud 2018 Certified Implementation Specialist](#)
- [Oracle Inventory Management and Enterprise Structures Cloud 2018 Certified Implementation Specialist](#)
- [Oracle Cost Management Cloud 2018 Certified Implementation Specialist](#)
- [Oracle Planning Central Cloud Service 2018 Certified Implementation Specialist](#)
- [Oracle Warehouse Management Cloud 2018 Certified Implementation Specialist](#)
- [Oracle Global Trade Management 2018 Certified Implementation Specialist](#)



All new PaaS Cloud Exams added to the Knowledge Zones

Each **In The Spotlight** section of the Knowledge Zones below was updated with the latest exam offerings Oracle has launched:

- [Data Management Cloud Platform](#)
- [Management Cloud Platform](#)
- [Application Development Cloud Platform](#)
- [Data Integration Cloud Platform](#)
- [Application Integration Cloud Platform](#)
- [Business Analytics Cloud Platform](#)
- [Security Cloud Platform](#)
- [Content and Experience Cloud Platform](#)

# Cloud Platform Presentations at Oracle Open World



Check out the Sessions Catalog on the OOW Presentations

Didn't get a chance to attend all the Cloud Platform presentations at Oracle Open World? Check out the Sessions Catalog [here!](#)

You can filter any product topic you want in the Oracle Cloud Platform category and see the latest product roadmap, strategy or demo.

## Blockchain Partner Resource Kit



Launched – Blockchain Partner Resource Kit

Become an expert in Oracle Blockchain! Check out the [Resource Kit](#) which includes on-demand webcast, sales kit and PowerPoint, and hands-on training material.

## Selling Essentials



It's Go Time for FY19 Partner Selling Essentials

Congratulations if you completed FY18 Immersion! You have demonstrated your determination to seize an incredible learning opportunity and be a part of Oracle's success in FY19.

Now you are ready to take your learning to the next level with FY19 Partner Selling Essentials

### What's Next

Immersion is just one point in your learning journey. Building on FY18 Immersion training we are pleased to announce FY19 Partner Selling Essentials. Now available through the OPN Partner Readiness Enablement Platform.

- Learn how the front office and back office work better-together

- Review specific use-cases on how to sell a better-together solution
- Learn how to Win with Oracle's continuously expanding Autonomous Cloud Platform solutions.

Once you finish the training you will be awarded an FY19 Sales Essentials Badge, recognizing you as a continuous learner and equipped to effectively sell Oracle's most current cloud solutions.

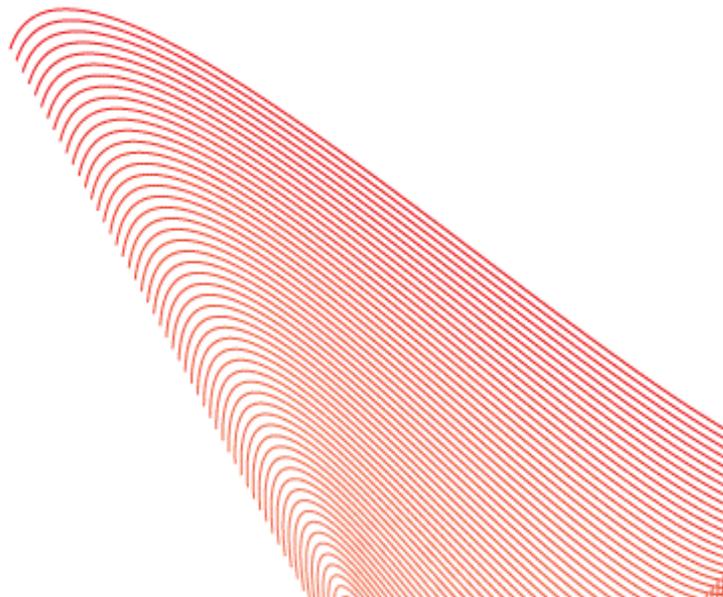
## How to Proceed

Go to the OPN Competency Center and click "Access PREP".

Next, click on "Visit Learning Advisor" and select "FY19 Partner Selling Essentials" in the Learning Advisor.

Finalize your selection, then complete the required courses to earn your "FY19 Selling Essentials" Badge!

[Get Started!](#)



**OPN Trainings**  
**OPN Events**  
**OPN Webcasts**

# OPN Trainings

## Take Advantage of Oracle Hardware Install Training



**Servers and Storage Systems - Hardware Install Training Available!**

We're pleased to announce the availability of hardware installation [training and documentation](#) for qualified Oracle Partners. Follow the steps below to learn about the methodologies, resources and tools to deliver your own hardware installation services.

### Steps to Get Started

**STEP 1:** Get qualified or pass the corresponding installation assessment (if applicable) in the relevant product areas. The list below describes the available Guided Learning Path by product. Some products may have alternative or additional requirements.

**STEP 2:** [Accept the Oracle Installation Services Addendum](#) to your Oracle PartnerNetwork (OPN) Agreement.

**STEP 3:** [Access Oracle Enterprise Installation Standards \(EIS\) materials and tools.](#)

**STEP 4:** Submit details of your hardware installations to Oracle using the [Installation Report](#)

Available training is directly accessible from the OPN Specialization criteria pages for the following products:

- [Fujitsu SPARC Servers](#)
- [SPARC M-Series Servers](#)
- [StorageTek Tape Libraries](#)
- [Oracle Private Cloud Appliance](#)
- [Oracle Database Appliance](#)
- [Oracle Exadata Database Machine](#)
- [Oracle Solaris 11](#)

Learn more by visiting [this page](#).

## OPN Events



### Oracle Cloud Day, January 15th

Whether your race to the cloud is a marathon or a sprint, Oracle Cloud Day can help.

We've built Oracle Cloud Day around new technologies, best practices, and successful customer use cases. The result is a highly informative event where you'll take away actionable insights that you can apply to your own journey right now.

Learn more [here](#) on the event in **NY, NY**.



### Oracle OpenWorld goes Global in 2019! London-Dubai-Singapore

Mark your calendars for this exciting event series coming in 2019! The [Oracle OpenWorld Global Series](#) is a two-day showcase in London, Dubai and Singapore. Offering the best of the OpenWorld experience—insight, expertise and community—with a uniquely, local viewpoint. Check out the locations and dates:

- [January 16- 17, London](#)
- [February 11 – 12, Dubai](#)
- [March 26 – 27, Singapore](#)

Oracle is offering exciting sponsorships and exhibitor opportunities to our Oracle Partners. Please contact the Oracle Events Partnership Engagement Team for more information and how best to encourage your partner to attend and sponsor this series: [partner-engagement\\_ww@oracle.com](mailto:partner-engagement_ww@oracle.com)

## OPN Webcasts and Web Conferences



### HCM – Oracle Talent Acquisition Cloud Quarterly Update 19A

Fabrice De Carne Carnavalet, Senior Director, Product Strategy, Oracle HCM Cloud

Join Product Management to learn about the new capabilities in Oracle Talent Acquisition Cloud Quarterly Update 19A. Presented by Fabrice de Carné Carnavalet, Senior Director Product Management and a team of panelists to answer your questions.

Join Wednesday, 23 January 2019, 8 - 9 AM PT ([Add to calendar](#)) the Live Seminar (audio streaming is enabled) <http://oukc.oracle.com/static12/opn/login/?t=livewebcast%7Cc=2275336297>



### OPN PartnerCast Replay: Infolob Partner Showcase and Customer Story

Hear from Infolob, a valued Oracle partner, as they talk about the Oracle and Infolob partnership in Oracle Exadata Cloud and share how their customers benefit from Oracle's database solutions. See the replay [here!](#)



### OPN PartnerCast Replay: Oracle Exadata, Machine Learning, and Netezza Migration

Claude Robinson III, Sr. Director Product Marketing, Cloud Business Group at Oracle, shows partners how they can partner and profit with Oracle Exadata and access Sales Central for all the assets they need in order to get ahead with Exadata solutions. See the replay [here!](#)



### OPN PartnerCast Replay: What's New in Oracle Exadata - A Technical Update

Hear from one of Oracle's Exadata experts, Gurmeet Goindi, Master Product Manager, as he provides a technical update and talks about what's new with Oracle Exadata. See the replay [here!](#)

## Resources

For more information please check the following pages:

- [OPN Specialization Guide](#)
- [OPN Information Center](#)
- [Specialization Logos](#)
- [OPN Specialized Resource Center](#)
- [OPN Requirements by Level](#)
- [OPN Benefits by Level](#)
- [Frequently Asked Questions](#)
- [WWA&C – OPN Program](#)